

Don C. Harrington

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QUALIFICATIONS:

Professional Services and Project Manager:

- ❑ Win consulting projects and follow-on business
- ❑ Locate, hire, and manage programmers and consultants
- ❑ Broad technical development background
- ❑ Effective writer and communicator
- ❑ Ask the right questions to gather business requirements
- ❑ Immediate grasp of project scope and potential pitfalls

Professional Presenter/Trainer:

- ❑ Built multiple courses and taught hundreds of students
- ❑ On-the-fly distillation of technical information for layman

More than 27 Years of Application Development:

- ❑ Application development across numerous verticals
- ❑ Extensive GUI analysis and design
- ❑ Application architecture and object-oriented design

PROFESSIONAL EXPERIENCE:

Maplewood Software; Spokane, WA

Director, Deployment

9/04 - Present

Hybrid management of Professional Services, Support, Sales, and customer development projects. Sold ASP staff scheduling products and created marketing campaigns. Learned the art of effective cold calling and succeeding by one's own marketing materials.

Co-developed a Third-Party-Administrator medical insurance benefits processing and payment application using C# and MSSQL.

Designed 'Lean' Business Process Management and manufacturing tools.

Bluetail Lizard Software & Consulting

Owner

2/01 - Present

Independent consultant. Wrote more than 70 case studies, customer success stories, and whitepapers addressing multiple industries. A simple Google of 'Don Harrington' and Sybase will return a representative sampling.

Wrote VB applications to log, report, and analyze the heating, cooling, and pressure over multi-hour runs of large autoclaves used in aircraft part manufacturing. The applications helped certify airplane parts by matching desired vs. actual performance for autoclave curing recipes.

Created VB and Java application interfaces to GPS receivers to interpret NMEA 0183 protocol.

bCandid/Covaleo; Boulder, CO

Director, Consulting and Training/ Manager, Systems Integration

11/99 - 2/01

Built and managed Consulting and B2B Systems Integration groups providing services to B2B and Usenet customers in a competition environment.

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Managed the Systems Integration group responsible for formal engagement with trading partners and hooking up the custom "last mile" of the bConnected service to meet specific needs. Tasks included integration with existing backend accounting and ERP systems including SAP, Lawson, and PeopleSoft.

Wrote technical and security Whitepapers. Helped launch HME/DME Industry Advisory Group (IAG) for B2B technology standards. Gave multiple presentations and led directed discussions in all IAG meetings.

Built bCandid's consulting group. Included contract development, hiring engineering/administration staff, monthly billing, bidding custom development work, and setting customer expectations.

XVT Software Inc; Boulder, CO

7/90 - 11/99

XVT was a multi-platform, portable, GUI and windowing system company. Hired as employee number 17, XVT had explosive growth, more than doubling in size each year.

Vice President, Professional Services Group (PSG)

4/97 - 11/99

Principal Position, managing XVT Professional Services Group, a consulting and training organization providing services for XVT and non-XVT products. Consistently accounted for 1/3 annual corporate revenue with a profit margin of 50%. Consulting team consisted of internal staff and senior level external consultants. Projects ranged in duration from 3 days to 2.5 years.

Closed consulting deals, negotiated deliverables, fees and payment schedules, wrote contracts, purchased necessary machines and software, managed ongoing projects, forecasted monthly income, billed customers for PSG work and won follow-on business.

Managed contractor pool. Negotiated external consultant contracts and rates, recruited new talent for consultant pool, advised consultants on technical and customer management issues. Coordinated low disruption consultant access to internal programming staff to acquire information necessary to succeed in PSG tasks.

Senior Consulting Engineer

1/93 - 4/97

Consulting and Programming:

Approximately 50% travel. Visited dozens of customer sites for emergency debugging to meet slipping deadlines, up-to-speed visits, custom enhancements, creating database interfaces, building specialized controls, start to finish application development and evaluating customer applications for GUI workflow and standards adherence.

Peregrine Systems - 6 months as a Peregrine consultant working between San Diego and Boulder. Configured customers using data acquired during customer interviews. Interviewed and setup XVT's Customer Support group to use Peregrine ServiceCenter for all support functions.

BMG Music - 8 months consulting as lead developer/architect on interactive, client/server, order processing application written in C++.

Training:

Experienced trainer and presenter. Taught more than 35 weeks of technical, four-day, lab-based classes on using XVT DSC and XVT DSC++ development toolkits training 450-500 programmers. Authored XVT Development Solutions for C (DSC) class, a four-day, hands-on training class with 15 labs and 360 slides.

Prepared and presented multiple hour-long presentations on new products and development techniques at four US and three European XVT Developer Conferences.

Manager Engineering

7/92 - 12/92

Managed department of 12 engineers and 3 testers. Specified release features and schedules for Windows/OS2, Motif (12 Unix platforms), Macintosh and Character Window product groups. Developed annual Engineering department budget. Hired and managed engineers.

Manager Motif and Macintosh Groups

6/91 - 7/92

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Directed the engineering process of code development, code maintenance, testing cycles and documentation of new releases. Developed Motif C code. Managed Quality Assurance group.

Motif Technical Lead 11/90 - 6/91

Developed X/Motif code, specified new GUI releases and managed a team of Motif programmers. Ported XVT toolkit to new and upgraded UNIX operating systems.

Motif Programmer 7/90 - 11/90

Developed and debugged X/Motif code for the XVT Portability Toolkit. Implemented feature sets for new releases. Ported XVT Motif toolkit to IBM AIX and DEC VMS operating systems. Represented XVT's interests at Portable GUI Standards Committee meeting in Seattle, WA.

Daisy/Cadnetix; Boulder, CO **Senior Engineer R&D Systems** 7/89 - 7/90

Specified and designed a workflow Framework package. Wrote an application to query DAISY design objects from the CADNETIX Worksurface. Developed 3rd party package integration programs using C++.

Auto-trol Technology; Denver, CO **Senior Engineer R&D** 5/85 - 6/89

Product author of G3 NETSmart, a network connectivity and asset management application written in LISP and C. NETSmart represented the network through intelligent schematic and floorplan drawings. Programming, schedule development, team supervision, extensive customer site visits and sales calls.

TRICAD Inc.; Milpitas, CA **Senior Applications Programmer** 12/83 - 4/85

On-site consultant and trainer to the U.S. Army Communications Command at Fort Huachuca, AZ. Co-developer of productized CAD application to fully automate microwave communications station design. The application printed drawings and a final Bill Of Materials.

Creative Visual Software; Fremont, CA **Consultant (Part-time)** 6/82 - 11/83

Wrote graphic utilities for use with the Replicore 3D geometric modeling package. Designed script-driven movie animation package to interpolate complex transformations. Developed GUI.

Calma Company; Santa Clara, CA **Programmer/Analyst R&D** 6/81 - 10/83

Coded portions of the high-speed LAN communications software package CalmaNet used to connect DEC VAX, Apollo, and Data General machines. Wrote C applications to grant user privileges and monitor network usage. Programmer for Calma's interactive mapping product, CGI.

Laser Lab Branch; Kirtland AFB, NM **Graphics Programmer** 1/80 - 2/81

Wrote applications for CRAY I computer to make animated movies modeling gas flows in high-energy chemical laser cavities. Programs included 35mm stereo picture generation capability for 3D viewing.

Education:

University of New Mexico - 1980 BA in Psychology with emphasis on hypnosis and perception. Computer Science education included Artificial Intelligence and Computer Graphics.

Systems:

MS Windows, Solaris, Linux, SunOS, HP-HPUX, RS6000-AIX, Digital Unix, SGI-IRIX, UnixWare, Macintosh, SCO, VMS

Languages:

C#, C++, C, VB, Java, JavaScript, XML, XHTML, LISP, Pascal, FORTRAN, Basic, CCL, DGL

Tools:

MS SQL, Excel, Visual Studio, MySQL, Apache, Outlook, PhotoShop